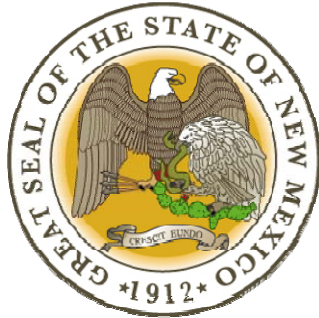




The New Mexico Small Business Development Center program provides business assistance services across New Mexico through 19 SBDC service centers, 7 Procurement Technical Assistance Program service centers, and the International Business Accelerator in Santa Teresa.



# New Mexico SBDC Funding Sources



**U.S. Small Business Administration**



The New Mexico SBDC network is funded by the State of New Mexico through the New Mexico Department of Higher Education and a grant from the U.S. Small Business Administration.

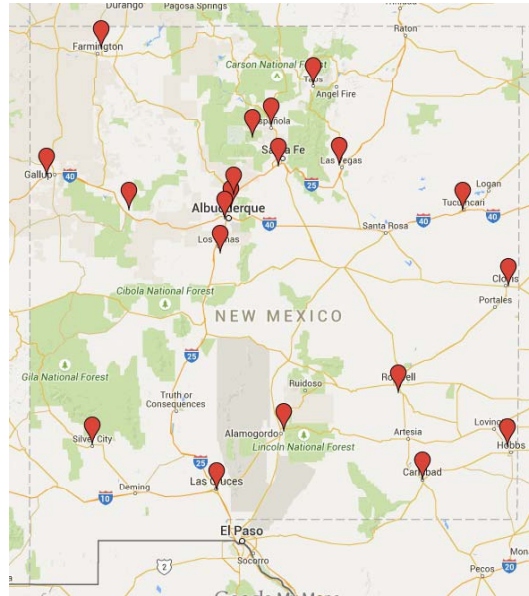


**NEW MEXICO  
HIGHER EDUCATION DEPARTMENT**

In addition to the funding listed above the NMSBDC receives a grant from the U.S. Defense Logistics Agency to operate the Procurement Technical Assistance Program.



# New Mexico SBDC Service Locations



The program is designed to leverage the strength of New Mexico's Higher Education institutions which allows the New Mexico SBDC to provide direct hands on assistance to both existing and potential entrepreneurs in all 33 counties of the State.



# New Mexico SBDC Services

- The New Mexico SBDC develops skilled entrepreneurs and strong businesses through training and one on one business advising.
  - Direct hands on assistance is provided in:
    - Starting a new business
    - Growing an existing business
    - Saving a business
    - Obtaining financing
    - Pursuing government contract opportunities
    - Pursuing international trade opportunities



# New Mexico SBDC Services

- The New Mexico SBDC has enhanced the programs service offerings through utilization of research tools.
  - SBDCnet – custom research
  - IBIS World – industry reports
  - Demographics Now – GIS based demographics
  - Reference USA – business listings by industry
  - ProfitCents – financial analysis by industry



# New Mexico SBDC Measurable Outcomes

- The New Mexico SBDC is the State's only nationally accredited business assistance program.
- The New Mexico SBDC is the State's first business assistance program with an economic impact verification system in place.
- Jobs
  - In 2014 the program directly assisted clients with creating 1049 new jobs and retaining 469 existing jobs.
  - Since its inception in 1989 the program has assisted clients with creating and retaining more than 26,367 jobs.



# New Mexico SBDC Outcomes

- Economic Benefits brought into the State
  - In 2014 the program assisted clients in obtaining \$23,897,712 in Federal prime and sub contract awards.
  - Since 2008 the program has assisted clients in obtaining \$121,271,547 in Federal prime and sub contract awards.
  - Since 1991 the program has assisted clients with starting 8,320 new businesses and obtaining \$707,661,938 in loans and equity.



# New Mexico's ROI

- The New Mexico's investment leverages \$1,108,884 of Federal grant funding from the SBA and DLA.
- New Mexico's 4.4 million investment in the New Mexico SBDC results in an estimated \$9,468,966 of tax revenue for the state.
- Every \$1 dollar invested into the New Mexico SBDC program results in \$2.14 of tax revenue for the state.
- Every \$1 dollar invested into the New Mexico SBDC program results in \$5.40 of Federal contracting dollars flowing into New Mexico's economy.





# Opportunities to Increase New Mexico's ROI

- The New Mexico SBDC State allocation is \$653,700 below the programs 08-09 funding level representing a potential decrease of \$1,379,307 in annual tax revenue for the State.
- The reductions in State funding over the past 5-6 years have led to shortages in staff in critically needed areas, less outreach to our rural communities due to cuts in travel budgets and fewer Professional development opportunities.

# Opportunities to Increase New Mexico's ROI

- 92% of the International Business Accelerators annual budget is provided through the New Mexico SBDC. Any increase in this program's budget would positively impact international trade outcomes and corresponding tax revenue for the State.
- An opportunity exists to increase the number of jobs created by expanding outreach efforts to the States existing businesses interested in growth.